

SECURITIES AND E. JE CUMMISSION Washington, D.C. 20549

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# ANNUAL AUDITED REPORT **FORM X-17A-5** PART III

**FACING PAGE** Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING 01/01/03 AND ENDING MM/DD/YY MM/DD/YY A. REGISTRANT IDENTIFICATION OFFICIAL USE ONLY NAME OF BROKER-DEALER: Carolinas Investment Consulting LLC ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.) FIRM I.D. NO. Suite 400 5605 Carnegie Blvd., (No. and Street) NC 28209 Charlotte, (State) (Zip Code) NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT George H. Edmiston, Jr. (704) 643-2455(Area Code - Telephone Number) B. ACCOUNTANT IDENTIFICATION INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report\* Dunleavy & Company, P.C. (Name - if individual, state last, first, middle name) Illinois -60406 Blue Island, 13116 South Western Avenue, (Address) (State) (Zip Code) CHECK ONE: K Certified Public Accountant ☐ Public Accountant Accountant not resident in United States or any of its possessions. FOR OFFICIAL USE ONLY

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

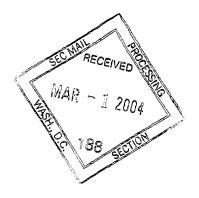
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SEC 1410 (06-02)

#### OATH OR AFFIRMATION

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<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).



# STATEMENT OF FINANCIAL CONDITION AND INDEPENDENT AUDITORS' REPORT

DECEMBER 31, 2003

### **DUNLEAVY & COMPANY, P.C.**

CERTIFIED PUBLIC ACCOUNTANTS 13116 SOUTH WESTERN AVENUE BLUE ISLAND, ILLINOIS 60406

> (708) 489-1680 Fax: (708) 489-1717

#### **INDEPENDENT AUDITORS' REPORT**

Member of Carolinas Investment Consulting, LLC

We have audited the accompanying statement of financial condition of Carolinas Investment Consulting, LLC as of December 31, 2003 that you are filing pursuant to rule 17a-5 under the Securities and Exchange Act of 1934. This financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on this financial statement based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the statement of financial condition is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the statement of financial condition. An audit also includes assessing the accounting principles used and the significant estimates made by management, as well as evaluating the overall statement of financial condition presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the statement of financial condition referred to above presents fairly, in all material respects, the financial position of Carolinas Investment Consulting, LLC as of December 31, 2003, in conformity with accounting principles generally accepted in the United States of America.

DUNLEAVY & COMPANY, P. C.

Certified Public Accountants

Blue Island, Illinois February 4, 2004

# STATEMENT OF FINANCIAL CONDITION

# **DECEMBER 31, 2003**

#### **ASSETS**

Receivable from brokers and dealers Deposit with clearing broker/dealer Secured demand note receivable Leasehold improvements, office furniture and equipment, at cost (net of accumulated	\$	121,923 50,000 90,000
depreciation of \$131,288)		342,554
Other assets		4,250
TOTAL ASSETS	<u>\$</u>	608,727
LIABILITIES AND MEMBERS' CAPITAL		
Liabilities		
Accounts payable, accrued expenses		
and other liabilities	\$	54,488
Secured bank loans		352,280
Subordinated loans		90,000
Total Liabilities	\$	496,768
Members' Capital	\$	111,959
TOTAL LIABILITIES AND MEMBERS' CAPITAL	\$	608,727

#### NOTES TO FINANCIAL STATEMENTS

#### YEAR ENDED DECEMBER 31, 2003

#### NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES

Organization - The Company, a limited liability company, was formed in the state of North Carolina on July 3, 2000. The Company is registered as a broker/dealer with the Securities and Exchange Commission and is also a member of the National Association of Securities Dealers, Inc. The Company's principal business activity is the sale of securities and the rendering of investment advice. Operations began in April, 2001.

Securities Transactions - Commission revenue and related expense arising from securities transactions are recorded on a trade date basis, which is the same business day as the transaction date.

Securities - Marketable securities are valued at market value and securities not readily marketable are valued at fair value as determined by the Manager. The resulting difference between cost and market value (or fair value) is included in income.

Cash Equivalents - Cash equivalents are defined as certificates of deposit and U.S. government obligations with an original maturity date, when acquired by the Company, of less than 90 days, and those securities registered under the Investment Company Act of 1940 which are comprised of cash and other short-term debt instruments and are commonly referred to as "money market funds."

Estimates - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Furniture, Equipment and Leasehold Improvements - Depreciation of office furniture and equipment is provided using the straight line method over three and seven year periods. Leasehold improvements are being depreciated over a thirty-nine year period.

#### NOTES TO FINANCIAL STATEMENTS

#### YEAR ENDED DECEMBER 31, 2003

#### NOTE 2 - NET CAPITAL REQUIREMENTS

As a registered broker/dealer and member of the National Association of Securities Dealers, Inc., the Company is subject to the Uniform Net Capital Rule, which requires the maintenance of minimum net capital and requires that the ratio of aggregated indebtedness to net capital, both as defined, shall not exceed 1500%. At December 31, 2003 the Company's net capital and required net capital were \$134,646 and \$50,000 respectively. The ratio of aggregate indebtedness to net capital was 101%.

#### NOTE 3 - RETIREMENT PLANS

The Company has a discretionary profit-sharing plan. Included in this plan is a provision under IRS Code Section 401(k) whereby participants may contribute to the plan. The Company also may make "matching" and discretionary profit sharing contributions and to the plan. Employees may become eligible for matching and profit sharing contributions after they have completed one year of service and have attained age 21. Matching and profit sharing contributions for the year ended December 31, 2003 were \$10,343 and \$0 respectively.

#### NOTE 4 - BANK LOANS

The Company has an outstanding bank promissory note with a remaining principal balance of \$327,480 that bears a 7% interest rate and a maturity date of May 17, 2006. This promissory note is collateralized by leasehold improvements, office furniture and equipment. Monthly installments of \$4,723 include both principal and interest. Total required annual payments for years 2004 through 2005 are \$56,676 and total required annual payments for 2006 are \$23,615, in addition to remaining principal balance.

The Company has also established a \$50,000 bank line of credit bearing an interest rate of "prime" + 1% and which has no termination or maturity date. The balance on this line of credit at December 31, 2003 was \$24,800.

# CAROLINAS INVESTMENT CONSULTING, LLC NOTES TO FINANCIAL STATEMENTS

YEAR ENDED DECEMBER 31, 2003

#### NOTE 5 - OFF BALANCE SHEET RISK AND CLEARING AGREEMENT

Clearing Agreement - In March, 2001 the Company entered into an agreement with another broker/dealer (Clearing Broker/dealer) whereby the Company forwards (introduces) customer securities transactions to the Clearing Broker/dealer, fully disclosing the customer name and other information. The processing and, if applicable, any financing pertaining to the introduced securities transactions is performed by the Clearing Broker/dealer. customer account is therefore maintained and recorded in the books and records of the Clearing Broker/dealer on the Company's behalf. In consideration for introducing customers to the Clearing Broker/dealer, the Company receives commissions and other consideration, less the processing and other charges of the Clearing Broker/dealer. As part of the terms of the agreement between the Company and Clearing Broker/dealer, the Company is held responsible for any losses arising when the customers introduced by the Company to the Clearing Broker/dealer fail to meet their contractual commitments pertaining to the purchase, sale and possible financing of securities transactions. The Company may therefore be exposed to off-balance sheet risk in the event the customer is unable to fulfill its contracted obligations and it is necessary for the Clearing Broker/dealer to purchase or sell the securities at a loss. The Company's exposure to risk would consist of the amount of the loss realized and any additional expenses incurred pertaining to the transaction or other customer activity.

The initial term of the clearing agreement is three years and is automatically renewed for additional one year terms unless notification of termination by either party occurs. Under terms of the agreement the Company is required to maintain net capital, computed in accordance with SEC Rule 15c3-1, of \$75,000 in excess of the minimum amount required and a \$50,000 deposit with the Clearing Broker/dealer. Also, included in the agreement are monthly minimum charges and termination fees to be paid by the Company if this agreement is terminated by the Company prior to the end of the initial term.

#### NOTES TO FINANCIAL STATEMENTS

#### YEAR ENDED DECEMBER 31, 2003

#### NOTE 5 - OFF BALANCE SHEET RISK AND CLEARING AGREEMENT - (Continued)

Through its Clearing Broker/dealer the Company's customers sell securities they do not own (short securities). Since only customers of the Company enter into these types of securities transactions, the Company's exposure to risk is limited to that resulting in the event these customers are unable to fulfill their contracted obligations and, under the terms of its agreements with the Clearing Broker/dealer, the Company is held responsible for any resulting loss.

#### NOTE 6 - INCOME TAXES

As a limited liability company, the Company has elected to file as an S Corporation for federal income tax purposes. Income taxes are therefore the responsibility of the sole member of the Company.

#### NOTE 7 - LIABILITIES SUBORDINATED TO CLAIMS OF GENERAL CREDITORS

The borrowings under subordination agreements at December 31, 2003 are listed below. The subordinated lender is the sole member of the Company.

Liabilities Pursuant to Secured Demand Note Collateral Agreements 7%, due 03-21-05

\$ 90,000

The subordinated borrowings are covered by agreements approved by the NASD and are thus available in computing net capital under the Securities and Exchange Commission's Uniform Net Capital Rule. To the extent that such borrowings are required for the Company's continued compliance with minimum net capital requirements, they may not be repaid.

Effective September 2, 2003, the Company converted \$325,000 of subordinated loans to equity capital.